

To earn a living is the natural and safe way of utilizing human energy.—Elbert Hubbard.

Honolulu Star-Bulletin

HONOLULU STAR-BULLETIN, FRIDAY, AUGUST 27, 1915.

SPORTS, CLASSIFIED AND SHIPPING SECTION

SEVEN

MEXICANS RAID RANCHES; PATROL IN RUNNING FIGHT

Orozco In Disguise Eludes Federal Agents and Visits His Family in El Paso

[Associated Press by Federal Wireles] EL PASO, Texas, Aug. 27.—Rumors of a Mexican uprising, which persisted along the border all day yesterday, coming from many points, were given weight by the reports of a score of raids carried out by Mexican bandits across the line and from the fact that Orozco, who was arrested here with Huerta on a charge of conspiracy to invade Mexico and who jumped his bond, made a daring visit to the city to see the members of his family.

Orozco, who posed as the son of Huerta, acting as his secretary, the deception being discovered when the Huerta party was placed under arrest, is one of the former Huerta military leaders. When he fled across the line, forfeiting his bond, his flight added to the weight of the charge against Huerta. Yesterday, defying the federal authorities, he entered the city disguised and spent some time with his relatives. His presence being suspected, federal agents attempted his capture, but he eluded them and again escaped.

It is believed that if any such widespread plot to rise in rebellion as is reported exists among the Mexican residents of Texas, Orozco is implicated in it.

Bandits Raid Ranches. Yesterday, in a score of isolated places, Mexican bandits raided ranches. In the public road at Fairfarms, near Corpus Christi, American peace officers had a running fight with a number of Mexican bandits, one of whom was captured wounded.

William Moody's ranch, near here, was attacked by a band from across the line. The family was driven from the ranch house, which was first looted and then set on fire. The Mexicans escaped with their booty.

Near Progress, says a Brownsville despatch, a band of 20 Mexicans crossed the line, announcing that they were the advance of a Mexican invasion of Texas. Fifty American cavalrymen are pursuing this party.

A report from the village of Jim Hogg, in Wood County, states that the county officials there are having frequent clashes with bandit Mexicans and have sent requests for troops to help handle the situation, while similar reports of trouble and requests for assistance come from Del Rio, in Val Verde county.

All the border ranches are anticipating raids and preparations are being made by the ranchers to fight off attackers. Along the El Paso section of the line the military guards at all strategic points have been doubled.

BUSINESSMEN WOULD BOYCOTT GEORGIA TRADE

[Associated Press by Federal Wireles] PORTERVILLE, California, August 27.—An official of the Businessmen's Association of this city announces that he will present a resolution before a meeting of the board of directors on Monday urging that the businessmen and residents of Porterville boycott all Georgian products until that state undertakes "more vigorous action to apprehend those in the party which abducted Leo Frank from the state prison farm and murdered him."

IN WAR ARENA

BRITISH EXCHANGE DROPS TO LOW MARK. NEW YORK, N. Y., Aug. 27.—The rates on British exchange are the lowest for a hundred years and the British pound is worth less today here than at any time since 1877.

Yesterday the pound was worth only \$4.63 3/4 in American gold. Predictions are that the selling price of sterling will go still lower. Great Britain has been exporting great amounts of gold to this port to meet the trade balance against her and other of the Entente nations.

CASUALTIES AMONG BRITISH OFFICERS CONTINUE HEAVY. LONDON, Eng., Aug. 27.—The official casualty lists, covering the casualties among British officers, killed and wounded, for the past eight days, issued yesterday, contain 800 names.

The most significant announcement from Paris states that after September 1 France will resume civil law in all districts outside of the zone of active hostilities, martial law to be abolished.

News smuggled out of Brussels states that severe punishment is being administered to Belgians who refuse to continue work on projects which the German authorities have demanded as in the public interest.

GEN. GARIBOLDI'S SON SEVERELY WOUNDED. (DINE, Italy, Aug. 27.—Ezio Garibaldi, son of General Roccio Garibaldi, was severely wounded yesterday, being struck in the face by a piece of shrapnel.

BROKER SUICIDES THAT FAMILY MAY GET INSURANCE. DENVER, Colo.—Herman Zollinger, once a broker in this city, committed suicide in Pittsburg, Pa., during a fit of despondency caused by his inability to get work. He indicated in a farewell note that the deed was done in order that his wife and daughter of 562 Marion street, Denver, might have his insurance. Zollinger was born in Switzerland. He was reared in wealth and luxury and inherited a fortune from his father, but lost it in the brokerage business in this city. He was never able to recoup his losses, and went to Pittsburg recently to look for employment.

U. S. OFFICIALS SANGUINE THAT CRISIS IS PAST

German Ambassador Believes His Government Will Meet U. S. Demands

[Associated Press by Federal Wireles] WASHINGTON, D. C., August 27.—The German ambassador stated in an interview with Secretary Lansing yesterday that it was his belief that a further communication from Berlin may be expected, in which the German government will outline a submarine policy satisfactory to the contentions of the American government. The policy will include a suspension of submarine warfare against passenger ships.

Secretary Lansing, following a prolonged conference with von Bernstorff, appeared more hopeful than at any time since the news of the destruction in his statements on the general situation. On the other hand, officials of the government express themselves as most sanguine over the outlook and predicted a satisfactory solution, with the American demands upon Germany practically conceded.

ONE CONNECTICUT STRIKE IS SETTLED

[Associated Press by Federal Wireles] BRIDGEPORT, Conn., August 27.—One of the nine strikes which has been on here for the past several weeks was settled yesterday and the operators returned to work. The prospects are announced good for the immediate settlement of four more of the pending labor disputes.

BRYAN TO SPEAK AT PEACE FESTIVAL

[Associated Press by Federal Wireles] NEW YORK, N. Y., August 27.—William J. Bryan will open the festival of the National Peace League at Suiker's Harlem River Park tomorrow. The celebration will last until September 4. Other well known men will speak. The Woman's Suffrage party will participate on August 30. German, Austro-Hungarian, Irish and other societies are expected to attend.

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URGE SUBSIDY FOR CHINESE STEAMER LINE

Chinese Businessmen of 'Frisco Want New Transpacific Service

[Special by Marconi Wireles to Hawaii Shiping] SAN FRANCISCO, August 26.—The Chinese chamber of commerce here yesterday passed resolutions urging the subsidizing by the Chinese government of the proposed Chinese steamship line for the transpacific service. The Kyoto cherry blossom dancers, who have been held at Angel Island for the past several weeks, will be allowed to land tomorrow, the Japanese fair commissioners having given a bond that they will leave the country at the conclusion of their services at the fair.

Another annoying difference between the exhibitors at the Japanese pavilion and the federal authorities was satisfactorily settled yesterday when the representative of Mikimoto, the famous dealer in artificial pearls, paid a custom duty of ten dollars on pearls he was accused of having smuggled into the country and had his pearls returned to him.

UNITARIAN PREACHERS GIVEN SALARY BOOST

[Associated Press by Federal Wireles] SAN FRANCISCO, Cal., August 27.—To cope with the high cost of living and in order that the ministers of their denomination may be able to live as befits their station and dignity, the committee on salaries of the Unitarian conference, in session here, yesterday presented a report recommending an immediate increase in salaries of twenty-five per cent. The report states that this advance is essential for the proper living of Unitarian clergymen.

HEAVY RAINS DAMAGE BAY STATE CROPS

BOSTON, Mass.—The crops of Massachusetts have sustained damages amounting to millions of dollars by the heavy rains of the past six weeks, according to an official report by Wilfred Wheeler, secretary of the state board of agriculture, who has returned from an inspection trip. Mr. Wheeler stated that the potato crop in the state had been practically destroyed, and that the hay crop is less than half of that of a normal year.

Other crops that have sustained serious damage are squash, cranberry and tobacco. The outlook in the Connecticut valley for onions and tobacco is discouraging, said Mr. Wheeler.

To that end, they use the trade journals extensively. Then, too, they have a publication of their own which goes to the dealer and another which goes to their agents. With this they hitch up with the sales department and get in some effective team work.

This creation of inspirational plans, to stimulate the salesman, is another big job of an all-around advertising department. The sales organization of many a big specialty campaign is stimulated and kept up to the mark by the ideas that the advertising department puts out. Most of the sales contests are originated by the publicity department. Thus the advertising manager evolves the plans for the increase of the spirit and competitive zeal of the salesman.

Why are these sales department matters originated in the advertising department? As a rule it is the result of the effort of the advertising department to stir up the salesmen through an effort to convince the salesman that the current advertising is worth talking about.

To do this consistently the advertising department may get out a publication designed to tell the salesman about next fall's advertising plans. Then gradually the advertising department finds that the efficiency of the advertising can be greatly increased by keeping the salesmen keyed up, that gradually the job of stimulating the salesmen is taken over by the advertising manager.

And so it is often true that an advertising manager has far more to do with the selling ability of a given sales force than the sales manager himself. He gets up all sorts of contests. For instance, this week he may put on an imitation World Series. One office will be pitted against another. All the salesmen of one branch may be pictured with regular baseball uniforms instead of business clothes. The spirit of baseball and many of its expressions are carried through this contest. Its purpose is to interest the men and get them into competition with each other on the basis of sales record, which for this stunt might be called "batting records."

Lectures also often fit into the work of an advertising department. For instance, the advertising manager of the Carborundum Company spends a good share of his time lecturing before educational institutions. This is purely advertising. It is demonstration work of high class and on a big scale. Included in this phase of promotion work are lantern slides, and, in many cases motion pictures. Both these phases, in addition to many others, may properly be put in charge of an advertising department.

GENERAL WOOD NOT RESPONSIBLE SAYS ROOSEVELT

Scores Secretary for Reprimanding Commanding Officer; Energy Misplaced

[Associated Press by Federal Wireles] WASHINGTON, D. C., Aug. 27.—The outspoken speech of Col. Roosevelt and Secretary Garrison's reprimand of Gen. Wood has created a profound sensation. Roosevelt, in reply, further scored the administration yesterday. "The secretary of war acted unjustly in reprimanding General Wood," said Mr. Roosevelt. "General Wood did not know what I intended to say, and is not responsible for my speech."

"If the administration had displayed one-tenth of the energy in holding Germany and Mexico responsible for the murder of American women and children as it now displays in order to prevent the teaching of the people in the methods of preparation to prevent further repetitions of such murders it would be rendering the nation some service."

HARBOR OFFICIALS IN UNIFORM MONDAY

A burst of colors will adorn the waterfront and harbor after Monday when harbor officials don their new uniforms. Among those officials who will wear the resplendent regalia are Harbormaster Capt. W. R. Foster, Capt. M. A. Madsen, assistant harbormaster; Captain John R. Macaulay, John F. Haglund, and John C. Lorenson, pilots. Their uniforms will be of blue serge.

Harbor Policemen Charles E. Calvert, William C. Cummings and Joseph W. Santos will wear olive drab uniforms. Decorations for the suits came in on the Nippon Maru this afternoon. The suits were made in Honolulu.

ARRESTED FOR THEFTS FROM WELLS FARGO CO.

CHICAGO, Ill.—With three men under arrest here, one of whom is said to have confessed, detectives for the Wells Fargo Express company claim to have uncovered a system of thefts through which the company has been robbed of merchandise totaling nearly \$200,000 within the last twelve years.

The men under arrest are: Frank Wilson, who is alleged to have disposed of the stolen goods; Benjamin Watkins, an employee of the express company and a man known to the police only as the "mysterious man" who is said to have travelled under as many as twenty aliases.

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'GET TOGETHER' LONGLEY'S PLEA ON PINE PROBLEM

Says Shipments on Consignment Only Tend to Break Price in S. F. Markets

The territorial marketing division has a new plan for facilitating the shipment of Oahu-grown pineapples to the mainland. According to Supt. A. T. Longley it will endeavor to have all the local pineapple shippers market their fruit through the division's office. "If we can do this," explained Mr. Longley, "we can regulate the San Francisco market and get a much better price for the fruit than at present. When the shippers in Honolulu consign their fruit to produce dealers in San Francisco they never know what they are going to get for it. While the marketing division cannot guarantee a price, if the shipments are made through us we will ship just enough fruit to fill the market, and thereby maintain a price."

"As it is now, there is too much fruit being sent to commission men in San Francisco on consignment, and these commission men do not take the care of the fruit and get as good a price as the marketing division would if the fruit was shipped through us. "Until all the local shippers get together there is not going to be a great deal of profit in the business."

LESS REFINED SUGAR FROM JAPAN SHIPPED TO CHINA THIS YEAR

The export of refined sugar to China for the first half of this year was 563,000 piculs, valued at \$528,000 yen, showing a decrease of 130,000 piculs, or \$10,000 yen in value as compared with the corresponding period of last year, says the Japan Advertiser of August 6.

The following is the list of exports of sugar to China in the first half of this and the corresponding period last year and the year before last:

Year.	Piculs.	Yen.
1913	898,667	8,455,334
1914	690,046	6,435,366
1915	563,222	5,528,353

The cause of the decrease in the export for the term in question is because of the general rise in the price of sugar and the firm stand taken by exporters. Another reason is that toward the end of the term in question, the boycott occurred in China and reduced the export of sugar to a certain extent.

BERI-BERI ATTACKS ALL PERUVIAN CREW

PORT ANGELES, Wash.—The Peruvian bark Alliance arrived here from Callao, Peru, with all the members of the crew except the captain suffering from beri-beri. During the voyage five of the crew died of the disease and were buried at sea.

A Bald Head Only Indicates that the scalp has been neglected. We recommend that you use **Rexall Hair Tonic**. Kills the germ that causes the hair to fall out and will keep the scalp healthy. Benson, Smith & Co., Ltd.

The JAPANESE BAZAAR

Fresh Dressed Poultry
Choice milk-fed and corn-fed chickens, for table use. Laying hens, of all kinds, imported weekly. Prices reasonable.

Standard Poultry Company,
73 Pauahi St. Near Fort St.

Pure Milk---DAILY
Pure Butter---DAILY
Velvet Ice Cream
HONOLULU DAIRYMEN'S ASSOCIATION
Phone 1542

SPEEDY ACTION IS DEMANDED BY U. S. ULTIMATUM

Haiti Given Till September 17 to Turn Over Treasury to Uncle Sam

[Associated Press by Federal Wireles] WASHINGTON, D. C., August 27.—A peremptory demand for action upon the proposed treaty whereby the Haitian government shall give the United States control of the finances and policing of the republic for a term of ten years was despatched to the president of the Haitian senate yesterday. Haiti has been given until September 17 to take action.

In the meanwhile the American marines are occupying the executive palace, the office of the collector of the port, the Port au Prince forts, the principal towns throughout the country and the strategic points, while reinforcements, in the shape of the cruiser Tennessee and three hundred and fifty marines, are on the way from Philadelphia.

It is possible that the Tennessee will stop at Guantanamo and take on additional marines if more be needed to handle the Haitian situation.

"Can you keep a secret?" "Yes." "But will you?" "Oh, that's different. I don't know."

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Wide stock of every description
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SEE US FOR
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Figured Silk Material for Kimonos. Price, 65c yd.
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Masonic Temple
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Weekly Calendar

MONDAY—
Honolulu Commandery No. 1; Special, Important Business; 7:30 p. m.

TUESDAY—
Honolulu Lodge No. 409; Special, First Degree; 7:30 p. m.

WEDNESDAY—
Hawaiian Lodge No. 21; Special, First Degree; 7:30 p. m.

THURSDAY—
Honolulu Lodge of Perfection; Stated; 5 p. m.

FRIDAY—

SATURDAY—

SCHOFIELD LODGE
WEDNESDAY—
Work in First Degree; 7:30 p. m.

HERMANN'S BOEHNE
Versammlungen in K. of P. Hall. Montag, August 2 and 15. Montag, September 5 and 20.
W. WOLTERS, President.
C. BOLTE, Sekretair.

HONOLULU LODGE NO. 1, MODERN ORDER OF PHOENIX.
Will meet at their home, corner Beretania and Fort streets, every Thursday evening at 7:30 o'clock.
CHARLES HESTACK, JR., Leader.
FRANK MURRAY, Secretary.

HONOLULU LODGE, 615, B. P. O. E.
meets in their hall, on King St., near Fort, every Friday evening. Visiting brothers are cordially invited to attend.
C. J. McCARTHY, E. R. H. DUNSHIE, Sec.